

# SkySong Update

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# SkySong

A community that links innovation, entrepreneurship, technology and education to raise the global stature of the Center's tenants, ASU & the region



**“The SkySong expansion... in Scottsdale is a blueprint for how to orient university research around rapid technology transfer to industry and entrepreneurship.”**

Anthony Townsend,  
Institute for the Future

“Is there a Future for Science Parks?”

August 2009, Science Progress

# SkySong Status

- Build-out to date: 300,000 square feet, two buildings
- Full plan calls for 1.2 million sq ft
- Total capital investment: more than \$100 million
- 45 companies and organizations onsite
- Companies and organizations from 11 countries affiliated with SkySong
- More than 400 jobs on-site; 2,000 at build-out



# SkySong Economic Impact

- SkySong's economic impact to the City of Scottsdale\*:
  - **\$36.7 million** in direct **annual payroll** of companies
  - **\$1.9 million** in annual tax and fee **revenue**
  - **\$106 million** in **economic output**
  - Over **900** direct and indirect **jobs**
- 30-year economic impact\* to the City of Scottsdale is projected to be:
  - **\$1.1 billion** in direct **payroll**
  - **\$88.3 million** in tax and fee **revenue**
  - **\$8.7 billion** in economic **output**
  - **4,449** direct and indirect **jobs**

# Companies & Organizations

## On-site

- 120 Club – USA
- Adaptive Curriculum – Turkey
- Advent Solar – USA
- Allviant – USA
- American Solar Electric – USA
- Arizona Angels – USA
- Arizona Security – USA/UK
- Arizona State University – USA
- Brain Savers – USA
- Bye Energy – USA
- Canon – Japan
- Cubex – USA
- Datasoft – USA
- Earth 911 – USA
- EcoAid – USA
- Electrocontroles del Noroeste – Mexico
- Ernst & Young – USA
- Etherion – USA
- Eyepower Games – Singapore
- Grupo Hergo – Mexico
- HVS Engineering – Singapore
- Massively Parallel Technologies – USA
- Mberry – USA

- Micropower Global – USA
- Mountain Vista Chiropractic – USA
- Nuon Inc. – USA
- One Click Med – USA
- Orinoco Systems – Mexico
- Pacificsoft – Mexico
- Sistemas de Control Electrónico – Mexico
- SG Blocks – USA
- Solar Engineering Group – USA
- Squire, Sanders, and Dempsey – USA
- Sun Devil Productions – USA
- T/K Associates – USA
- Tec de Monterrey – Mexico
- TechBA Arizona – Mexico
- Ticketmaster – USA
- Ubidyne – Germany
- US Department of Commerce – USA
- Vergo Marketing – USA
- Virtual Learning Technologies - USA
- Virtual Training Center – USA
- Wilbur Smith – USA
- Yodle – USA

## Virtual

- Airlight – Switzerland
- Bookbuzz – Ireland
- Chosen List – USA
- Consular Corp of Arizona – USA
- Golden Horn Ventures – Turkey
- Heliae Development – USA
- iAxil – Singapore
- Inovent Ventures – Turkey
- Invent – Ireland
- Kolea Technology
- Litree Corp – China
- Logical Steps – Singapore
- Magnamed –Brazil
- Moriah Technologies – USA
- PV Inova – Brazil
- Sideline Star – USA
- Stax Systems – USA
- TEKcelerate – USA



# SkySong Company Locates

- Deals since July 2009:
  - American Solar (solar technology) *expansion*
  - Yodle (web advertising) *expansion*
  - Earth 911 (environmental services)
  - Mountain Vista Chiropractic (chiropractic services)
  - Nuon (computer resource virtualization)
  - Vergo Marketing (internet marketing)
  - 120 Club (health and wellness)
- Hot Prospects
  - Education technology company
  - E-Commerce company
- Robust pipeline
  - Active discussions with 11 companies
  - 10 (90%) are innovation-based and/or global



**Earth911.com**  
Making Every Day Earth Day™



# SkySong Company Engagement with ASU



32 companies working with ASU on research, development, market research and/or testing

36 companies have been connected with customers, investors and other partners

33 companies have hired ASU students

3 completed “spin-in” agreements whereby companies allocate an ownership share to ASU; 7 more in process



# ASU Units at SkySong

**ASU** Technopolis



The Edson Student Entrepreneur Initiative

Technology Ventures Services Group

Entrepreneurship at ASU



Complex Adaptive  
Systems Initiative

alt<sup>^</sup>I Applied Learning Technologies Institute

**AzTE** Arizona Technology Enterprises

**ASU** Sun Devil  
Entrepreneurship Network  
ARIZONA STATE UNIVERSITY

Entrepreneur Advantage

**INNOVATION**SPACE  
Where good ideas become great realities

**ASU** SKYSONG  
ARIZONA STATE UNIVERSITY

<http://skysong.asu.edu>

## Special Services

**Student internship program focused on placing students with small and medium sized firms**

**Concierge service to give local businesses an easy access point to find potential ASU services, partnerships and benefits**



# ASU SkySong Activity Snapshot

- More than **220** US and global **investors** engaged
- **Arizona Angels** hosts semi-monthly “office hours” at SkySong
- More than **1,000 entrepreneurs** trained by ASU
- **\$123 million** raised by ASU companies
- **350 students** have launched new ventures or products
- Local partner of **Mexican/US** science foundation; additional global collaborations are being discussed with organizations in **Singapore, Brazil and United Arab Emirates**

# Events

- In last 6 months, more than 22,000 people have attended nearly 1,400 events and meetings
- Notable visits, meetings and delegations since June 1:
  - University and Global Technology Showcase (150 attendees, more than 70 investors)
  - USDOC Export University (50 per session)
  - Jobs for Arizona's Graduates (150)
  - Commercializing Arizona Life Sciences Forum (100)
  - Supercoaching Global Institute (35)
  - Camp Game (25 students, 7<sup>th</sup>-12<sup>th</sup> grade)
  - Farmers Market with Sustainable Orchestra and Steel Band



**Thank you for your support**